

PART VII

Farm Marketing and Level of Living

Location for Marketing

Jefferson County farms are at a minor disadvantage for marketing in the metropolitan area of the Puget Sound Basin. In earlier years surplus products were moved by water or sold to shipping in the Straits of Juan de Fuca and at Port Townsend. Today most products move by truck and are required to use cross-Sound ferries to reach the major terminal and transshipment market centers. Although eastern Jefferson County dairymen, livestock farmers and poultrymen have ferrying costs to contend with, they are within economical distance of Seattle and Tacoma. Dairy and livestock farms in western Jefferson County are at a greater disadvantage in the Puget Sound market and are dependent on long hauls to Port Angeles and Aberdeen. Isolation of Jefferson County from the large cities of Puget Sound Basin has been lessened by improved highways and more frequent ferry service. A bridge project across Hood Canal will in the near future make a closer link to the cities.

Transportation

An important cost factor in transporting farm products out of Jefferson County are the freight tolls across Puget Sound via Washington ferries. Rates are graduated by gross weight of trucks and trailers. As an average, tolls on irregular shipments of livestock and crops amount to about \$1.50 per ton. On regular and frequent hauls of 12 trips or more per week used in shipping milk by tank trucks the commuting rate is 20 percent less, or about \$1.20 per ton. As a result, an important cost in Jefferson County marketing is the hauling cost of milk moved to Seattle, Kitsap County and Tacoma. Dairymen who ship across the Sound have a trucking and ferrying cost of about 45 cents per hundredweight of milk.

Jefferson County has one major route of transportation for farm products, particularly milk. This includes trucking from Chimacum across the Hood Canal, ferry to Lofall, then by another ferry from Kingston across Puget Sound to Edmonds, north of Seattle. Ferry service across these two water barriers is provided by Washington State Ferries, a state owned utility. The service is on a schedule of 24 crossings per day between 6:00 A.M. and midnight. Seattle is less than three hours travel time by ferry from Port Townsend.

There are secondary routes for agricultural marketing. These include the state highway to Bremerton and on to Tacoma via the Narrows Bridge across Puget Sound. Another route is U. S. Highway 101 which loops around the Olympic Peninsula and gives access to Shelton and Olympia, Port Angeles, Aberdeen and Hoquiam. This route is used for hauling of pulpwood, sawlogs and cattle.

Income, Value of Farm Products Sold

Agricultural marketing in Jefferson County during the 1954 Census year involved four major and four minor types of products and returned a gross income of over \$839,000 to the farming population. Total sales were slightly

greater than in 1949 when the Census showed that gross farm income derived from marketing of farm products was \$825,000.

Income from sales of farm products was divided up among 122 commercial farms in 1954. Only about one-third of all rural places defined as farms by the Census were classed as commercial operations selling \$250 or more worth of products during the year. Noncommercial farms (largely residential and part-time) numbered about 250 indicating that a majority of Jefferson County farmers are not on a full-time commercial basis.

Medium-income farms are characteristic of Jefferson County agriculture. Most numerous of commercial farms are those which sell products worth \$1,200 to \$5,000 per year. There are about 50 farms of higher income classification selling products valued at over \$10,000 per year, being mainly dairy and poultry farms.

Dairy products are the leading category of farm commodities marketed accounting for 52 percent of all farm sales. Livestock sold alive for slaughter or as breeding and feeder stock is second and poultry products is third. Forest products such as pulpwood and logs is the fourth.

Total Value of Farm Products Sold in 1954: \$839,304.

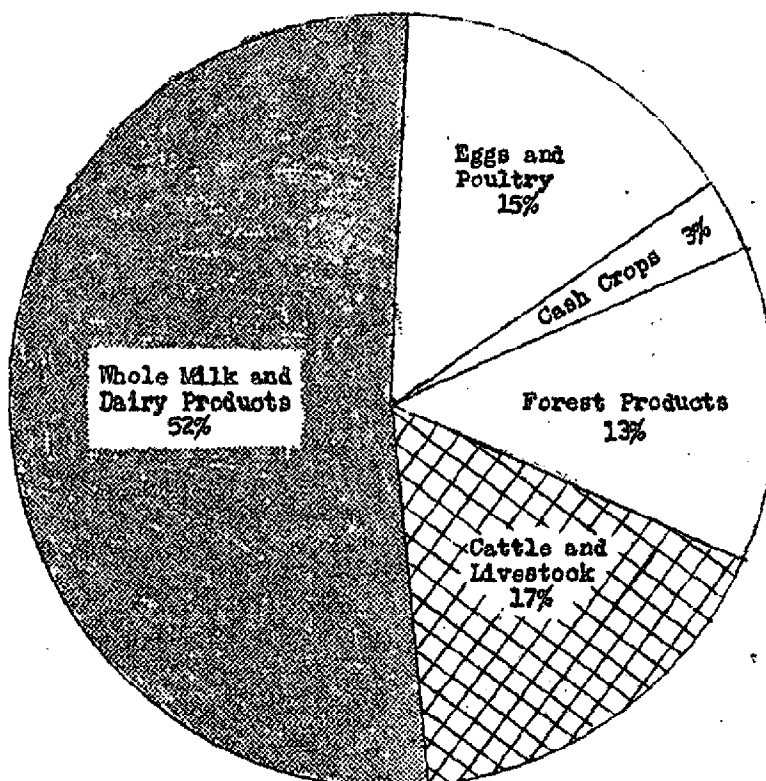


Figure 13.- Sources of Cash Income, Jefferson County, 1954

Source: U. S. Census, Agriculture

Marketing Dairy Products

Milk is by far the most important farm commodity produced in Jefferson County. Shipping milk and cream to local and metropolitan Puget Sound plants is the leading form of agricultural marketing. In 1954 there were 58 farms selling whole milk and 41 made sales of cream. Milk sales by farms were 9,823,700 pounds in 1954 valued at \$411,280 and cream sales were 51,495 pounds valued at \$27,100. A high proportion of the fluid milk is grade A milk sent by tank trucks to dairies in Port Townsend, Bremerton and Seattle. A recent report in 1958 showed that Jefferson County had 36 dairy farms shipping whole milk under the regulations of the Puget Sound, Washington Milk Marketing Area (Federal Milk Order No. 25) ^{1/}. In addition to plants in the Seattle and Bremerton areas Jefferson County dairymen sell Class I and II milk to dairy farmer cooperative plants and independently owned plants in Port Townsend. Since 1930 many dairymen have been patrons and members of the United Dairymen's Association which has plants in most western Washington counties.

Table 22.- Dairy Products Sold From Farms
Jefferson County, 1939-1954

Year	Whole Milk Sold From Farms		Cream Sold From Farms		Butter Sold From Farms	
	(pounds)	(dollars)	(pounds)	(dollars)	(pounds)	(dollars)
1939	4,235,585	46,590	258,010	72,245	4,170	1,295
1944	8,632,085	276,225	87,890	35,156	1,765	885
1949	8,431,500	355,400	41,265	26,735	No data	No data
1954	9,823,660	411,285	51,495	27,110	No data	No data

Source: U.S. Census, Agriculture

Marketing Live Animals

Livestock sold for slaughter, feeders and breeding stock makes up the second most important type of agricultural marketing. Total livestock sales in 1954 were \$145,061 made by 320 farms. Major sales include about 2,000 head of cattle and calves, including beef breeds, cull dairy stock and vealers. Sales are made to country buyers from Olympic Peninsula meat packing houses and custom slaughter plants located at Sequim, Port Angeles, Aberdeen, Shelton and Silverdale. Truck load shipments of beef cattle are moved to larger packing yards in Seattle and Tacoma. Although no figures are available, an important type of livestock marketing includes sales of registered dairy breeding stock from herds in the Chimacum Valley.

Hogs, sheep and horses are minor livestock items sold. Only about 300 head of sheep, 250 head of hogs and 15 horses are sold per year. In 1954, 13 farms sold hogs and nine sold sheep and lambs. A number of farms specialize in riding horses on a small scale and make sales to buyers over western Washington.

1/ Nicholas L. Keyock, Market Administrator, Puget Sound Washington Milk Marketing Area. Marketing Service Information Reports, 1957-1958.

Table 23.- Livestock and Livestock Products Marketed
Jefferson County, 1954

Class of Livestock Products Sold	Quantity Marketed	Amount Received by Farmers
<u>Dairy Products</u>		
Whole milk-----	9,823,659 lbs.	\$411,284
Butterfat-----	51,495 lbs.	27,108
Total all dairy products		\$438,392
<u>Poultry and poultry products</u>		
Chickens-----	44,999 birds	\$ 41,727
Eggs-----	183,061 dozen	68,797
Turkeys, ducks, geese-----		13,000
Total all poultry & poultry products		\$123,524
<u>Animals sold alive</u>		
Cattle-----	837 head	\$ 82,555
Calves-----	1,111 head	50,339
Hogs and pigs-----	266 head	7,410
Sheep and lambs-----	318 head	3,917
Horses and mules-----	15 head	840
Total all animals sold alive		\$145,061
<u>Other livestock and livestock products sold</u> -----		\$ 1,283
Total amount received for livestock and livestock products-----		\$708,260

Source: U.S. Census, AgriculturePoultry and Egg Marketing

Poultry products are the third most important farm item marketed. Total live poultry and egg sales amounted to \$123,500 in 1954. Eggs were by far the leading item sold in that year and over 70 farms sold eggs to established markets and by local vending. These farms received nearly \$69,000 for fresh eggs in 1954. A major portion of egg sales were made by producer members of the Washington Cooperative Farmers Association to the Association's branch plant in the Chimacum area. Live poultry--fryers, chickens and turkeys--were mainly sold through the Cooperative. In the live poultry industry there were 5 farms selling about 34,000 fryers, 40 selling live chickens and 6 selling turkeys.

Marketing Crops

Commercial cash crops made up only 3 percent of Jefferson County farm marketings in 1954. All crops sold brought returns of about \$22,300. A major part of crop production is used on dairy, livestock and poultry farms as feed and does not move off the farm where produced. Horticultural specialties such as flowers, bulbs and plants were leading cash crops. Berries are sold locally and to processors and rank second. A few farms have small surpluses of grain hay and silage which are sold in the neighborhood. Western Jefferson County dairy and poultry farmers generally buy a portion of their hay and grain feeds in years when crops are small.

Table 24.- Crops Marketed From Jefferson County, 1954

Type of Crops Sold	Amount Received By Farmers (Dollars)	Percent All Crops Sold
Horticultural Specialties (cut flowers, plants, florist greens, bulbs, etc.)	\$11,089	49.6
Fruits and berries (strawberries, raspberries, etc.)	8,809	39.5
Field Crops (hay, small grains, silage, potatoes, etc.)	1,564	7.0
Vegetables (sweet corn, cabbage, green peas, cucumbers, etc.)	<u>879</u>	<u>3.9</u>
Total amount received by farmers for cash crops	\$22,341	100.0

Source: U.S. Census, AgricultureMarketing Forest Products

Farm forest products are increasingly important in Jefferson County. Returns to farmers from sales of logs, pulpwood, posts and minor items were enumerated to value nearly \$109,000 in 1954. About 40 farms all sold veneer and sawlogs and standing timber. About 2,886,000 board feet were sold in 1954, off 31 farms. The Census, however, did not enumerate sales of Christmas trees, huckleberry and salal foliage, sword ferns and cascara bark and other marketable products which would add significantly to this value.

Important market outlets for forest products are at Port Townsend and Quilcene. A major paper mill at Port Townsend buys pulpwood. A pulp mill at Port Angeles is also a market outlet. A firm handling forest decorative greens and Cascara bark maintains a buying station at Quilcene.

Table 25.- Forest Products on Farms, Jefferson County, 1954

Type of Product	Farms Reporting	Quantity
Firewood and fuelwood cut-----	102	899 cords
Fence posts cut-----	40	5,559 posts
Sawlogs and veneer logs cut-----	40	2,886 M bd. ft.
Pulpwood cut-----	31	2,969 cords
Total value of farm forest products sold and used on the farm-----	55	\$108,703

Source: U.S. Census, AgricultureSpecified Farm Expenditures

Jefferson County farmers who reported expenditures in 1954 spent over \$537,000 during the year of 1954 for feed, labor, motor fuel and fertilizer used in crop and livestock production. Chief farming expense was for dairy,

livestock and poultry feed. About 350 farms bought feed averaging about \$112 per farm during the year. Hired labor used in dairying and crop harvesting was employed by 130 farms. Tractor and truck operations by 222 farms cost \$49,000 for gasoline and oil.

Servicing and supplying Jefferson County's 368 farms is an important basis of local business in Port Townsend and Chimacum. This farm trade area is a market for supplies and equipment each year worth about \$450,000.

Table 26.- Specified Farm Expenditures in 1954, Jefferson County

Type of Expenditure	Farms Reporting	Expenditure of all Farms	Average Per Farm
Machine hire.....	101	\$ 18,211	\$180.00
Hired labor.....	130	73,520	56.50
Feed for livestock and poultry	348	390,305	112.00
Gasoline, petroleum fuel & oil	222	49,100	22.00
Commercial fertilizer.....	72	5,281	73.00
Lime and liming materials.....	15	80	5.30
Total production costs.....		\$537,497	

Source: U.S. Census, Agriculture

Agricultural Income Compared to Other Income Sources

A study published in 1954 on the employment pattern has shown that Jefferson County is predominantly an area of government, industrial and commercial trade services employment. Net profits from farm operations and wages paid in agricultural employment is less than one percent of all wages and other income received. Census of Agriculture data on value of farm products sold showed

Table 27.- Types and Sources of Income 1950-1952, Jefferson County 1/

Type and Source of Income	Income in Dollars by Years			Percentage of County Income by Years		
	1950	1951	1952	1950	1951	1952
Agriculture	*	*	*	*	*	*
Construction	\$ 251,000	395,000	288,000	1.8	2.6	1.7
Government	5,030,000	\$ 5,797,000	\$ 6,184,000	36.0	37.3	37.1
Manufacturing	2,953,000	3,837,000	4,278,000	21.1	24.7	25.7
Service	623,000	675,000	778,000	4.5	4.3	4.7
Transportation, Communication and Utilities	413,000	439,000	465,000	3.0	2.8	2.8
Trade	1,358,000	1,490,000	1,649,000	9.7	9.6	9.9
Miscellaneous	214,000	113,000	120,000	1.5	.7	.7
Property Income	1,531,000	1,624,000	1,715,000	11.0	10.4	10.3
Other Income	1,588,000	1,175,000	1,186,000	11.4	7.6	7.1
Total	\$13,961,000	\$15,545,000	\$16,663,000	100.0	100.0	100.0

1/ John A. Guthrie and Stanley E. Boyle, County Income Payments in Washington, 1950-1952. Pullman, Wash. Washington State College, Bulletin No. 26.

* Less than 1% of total income.

that farms made sales of \$839,000 in 1954. Their production overhead for labor, supplies and other costs were \$537,500, leaving a net income of only \$301,500.

Government service payrolls in the early 1950's were accounting for 37 percent. Paper and lumber manufacturing made up about 25 percent. Commercial and professional trades yielded about 10 percent of wage income and rents and interest from property investments gave 10 percent. Total county income from all sources was about \$16,663,000 when last surveyed in 1952.

Level of Living on Jefferson County Farms

On the whole, farm people have not enjoyed a level of living as high as city people. Farm incomes measured in dollars received for labor or goods sold average lower than urban incomes. City people also have readily available more conveniences. Because of isolation and widely scattered homes it is more difficult for farmers to get electrical, telephone, sewer, running water and even highway service. These often are too costly for private utility companies and government to provide for all rural residents, particularly in mountainous areas. In numerous cases, incomes in some regions are too low for farmers to put in their own electrical, water and other service conveniences which people living in compact city neighborhoods take for granted.

Table 28.- Indices of Level of Living of Jefferson County Farm Families, 1950 Compared with State and National Averages

Index Items	Percentage of total farm families with listed index items		
	United States	Washington	Jefferson County
Farm Family Level-of-Living	122	154	131
Median Income per Family	\$1,567	\$2,380	\$2,290
Electricity	78.3	92.5	97.8
Electric Hot Water Heater	17.4	49.1	43.5
Electric Washing Machine	58.7	85.4	87.0
Home Freezers	12.1	14.5	19.3
Mech. Refrigerators	62.7	77.4	63.0
Telephone	38.2	57.5	56.8
Hot and Cold Water Plumbing	23.8	70.4	61.1
Central Heating	18.1	17.8	13.8
Houses with More than One Person per Room	22.3	15.7	14.4
Automobiles	63.0	77.6	83.3
Travel 10 Miles or More to Trading Center	21.4	20.5	32.6

Source: Walter L. Slocum and Carol L. Stone, The Farm People of Washington at Mid-Century. State College of Washington, Washington Agric. Exp. Stations. Bulletin 557, February 1955. Pullman, Washington.

Jefferson County's farming districts are above those of the United States in general in standards of livelihood but are slightly below the average farm level of the State of Washington. A recent study at the State University of rural living levels found that Jefferson County had an index of 131 compared with 122 for the United States and 154 for the State of Washington. Average net farm income was \$2,290 per farm family compared with \$2,380 for the state. } NO

Although many of the farm homes in dairy-poultry specialty areas such as Chimacum Valley, Marrowstone Island and the Quilcene and Dosewallips Valleys are well-equipped and serviced, the county average is reduced by numerous cases of isolated farm places on cut-over lands and in remote districts of the foothills and the Pacific Coast forest belt. In some elements of living standards, Jefferson County farms are superior or equal to the state average. Rural electrification is advanced and is above both state and national averages. Farm homes in this Olympic Peninsula region are well-equipped with electrical home appliances. Telephone usage is about equal to the state average. Farm housing in the area is slightly below average standards of the state. One factor which reduces the index level is the isolation of farms from trading centers. About one-third of farm homes are 10 miles or more from a city trading center. Remoteness is a problem of farms in the coastal valleys of the Clearwater and Hoh Rivers.

Jefferson County agriculture has made steady progress from an early beginning in the 1850's. Forests have been cleared and agriculture suited to the terrain and climate has been developed. Dairy herds and poultry flocks have been improved and marketing outlets have been expanded with modern water and highway transportation. The Chimacum Valley, one of the oldest dairy areas in the state, has maintained a prominent position in this industry. Many farmers on small farms have successfully combined farming with industrial work in the Port Townsend district. Numerous well-managed dairy, poultry and livestock farms stand as monuments to persevering pioneers who chose their homes in the once-remote Olympic Peninsula region and in the vicinity of the maritime ports and lumber mills at the entrance to Puget Sound.